

## Message Text

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TAGS: NATO, ETEL

SUBJECT: NATO SATCOM TAIL FACILITIES AT NORFOLK

REF: NICSMA LTR OF 27 JUNE 77 (SAME SUBJ)

1. REF PROVIDES BRIEF COST ANALYSIS OF TWO  
COMPETING ALTERNATIVES FOR IMPLEMENTING SATCOM TAIL  
FACILITIES IN NORFOLK AND SUMMARIZES THE ISSUE WITH  
"FACTORS SUPPORTING THE CHOICE OF SATCOM TAIL  
FACILITIES AT NORFOLK". OUR COMMENTS FOLLOW:
2. THE COST ANALYSIS INDICATES A POTENTIAL SAVINGS  
OF 37,800 IAU (APPROX 15 PERCENT) OVER A 15  
YEAR PERIOD IF NATO BUILDS THEIR OWN SYSTEM. THE  
COST ANALYSIS IS PREDICATED ON BROAD  
ASSUMPTIONS REGARDING EQUIPMENT LIFE CYCLE AND ANNUAL  
MAINTENANCE COST AS A FUNCTION OF ORIGINAL EQUIPMENT  
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COST. ENCLOSURE (2) OF REF CLEARLY STATES THAT  
THERE ARE NOT ENOUGH COST UN RTAINTIES TO  
CONCLUDE THAT THE COST OF EACH ALTERNATIVE IS  
ROUGHLY EQUAL AND IS NOT A DECIDING FACTOR.

FURTHERMORE, IT IS EXPECTED THAT THE NEW DRAMA

EQUIPMENT COSTS (LOWER THAN EXPECTED) WILL OFFSET  
"POTENTIAL SAVINGS."

3. THE REF INDICATES THAT THE SURVIVABILITY OF  
BOTH ALTERNATIVES IS EQUIVALENT AND IS THEREFORE  
NOT AN INFLUENCING FACTOR.

4. ACCORDING TO REF, THE NATO PROPOSAL WOULD PROVIDE  
DIGITAL OPERATION BY THE END OF CY79 WHEREAS THE  
US SYSTEM WOULD NOT UNTIL THE 1980'S. IT IS  
POSSIBLE TO ACCOMMODATE THE NATO REQUIREMENT FOR  
DIGITAL OPERATION BY 1980 BY ACCELERATING DRAMA  
IMPLEMENTATION. OUR PRESENT PLAN CALLS FOR DRAMA  
BY MID-80'S ONLY BECAUSE THE US DOES NOT HAVE  
FIRM REQUIREMENTS TO IMPLEMENT DIGITAL OPERATION  
SOONER. INITIAL DELIVERIES OF DRAMA EQUIPMENTS  
ARE EXPECTED BY DEC 78. IF NATO'S REQUIREMENT  
IS DIGITAL FROM THE OUTSET, THE ENTIRE PREVIOUSLY  
PROVIDED COST ANALYSIS AND SCHEDULE IS IMPACTED.  
A SIGNIFICANT PORTION OF USQUOTED COSTS ARE FOR  
CONVERTING NATO ANALOG SIGNALS TO DIGITAL AND  
VICE-VERSA. HENCE, A CONSIDERABLE COST SAVINGS  
MAY ACCRUE IF AN APPROPRIATE DIGITAL INTERFACE  
CAN BE WORKED OUT. ADDITIONAL COSTS CAN BE SAVED  
BETWEEN M-51 AND CINCLANT COMPOUND IF THE NATO  
REQUIREMENT IS DIGITAL. WE EXPECT TO INITIATE  
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PROCUREMENT ACTION BY OCT 1, 1977 FOR A DIGITAL FIBER  
OPTIC SYSTEM BETWEEN M-51 AND CINCLANT COMPOUND.  
THE PLANNED SYSTEM CAN BE MODIFIED TO SATISFY NATO  
REQUIREMENTS AND AT A SIGNIFICANT SAVINGS. HENCE,  
IT WOULD BE HELPFUL TO DETERMINE THE LATEST NATO  
REQUIREMENTS FOR DIGITAL COMMUNICATIONS, AND TO  
OBTAIN A DECISION PRIOR TO OCT 77.

5. A COPY OF THE NATO TYPE B PROPOSAL IS NOT  
AVAILABLE FOR REVIEW. KEY FACTORS WHICH CAN  
IMPACT THE COST AND FEASIBILITY OF A NATO OWNED  
SYSTEM ARE SPACE, POWER, AND TOWER REQUIREMENTS  
AT ALL SITES. IT IS NOT KNOWN IF THESE REQUIREMENTS  
ARE ADDRESSED IN THE TYPE B PROPOSAL, AND IF SO,  
HOW FEASIBLE IS THE NATO APPROACH. FOR  
EXAMPLE, IT IS ESTIMATED THAT 312', 200' AND 140'  
TOWERS WILL BE NEEDED AT NORTHWEST, DRIVER  
AND NH-95 RESPECTIVELY. IF THE 140' TOWER IS REQUIRED  
AT NH-95, WE MAY NOT BE ABLE TO PERMIT ITS INSTALLATION  
DUE TO THE LOCATION OF A NEARBY HELIPAD.

6. DESPITE ALL THE OFFICIAL CORRESPONDENCE AND MEETINGS,

IT APPEARS THAT CONSIDERABLE CONFUSION AND MIS-  
UNDERSTANDING STILL PREVAILS REGARDING THE  
NATO SATCOM TAIL FACILITIES AT NORFOLK. SIGNIFICANT  
COST SAVINGS ARE POSSIBLE IF THE NATO REQUIREMENTS  
ARE CLARIFIED AND FINALIZED.

7. PRIOR TO MAKING A FINAL DECISION, WE BELIEVE  
THAT A MEETING WITH MISSION PERSONNEL IS REQUIRED TO  
CLARIFY OUTSTANDING ISSUES.

CHRISTOPHER

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